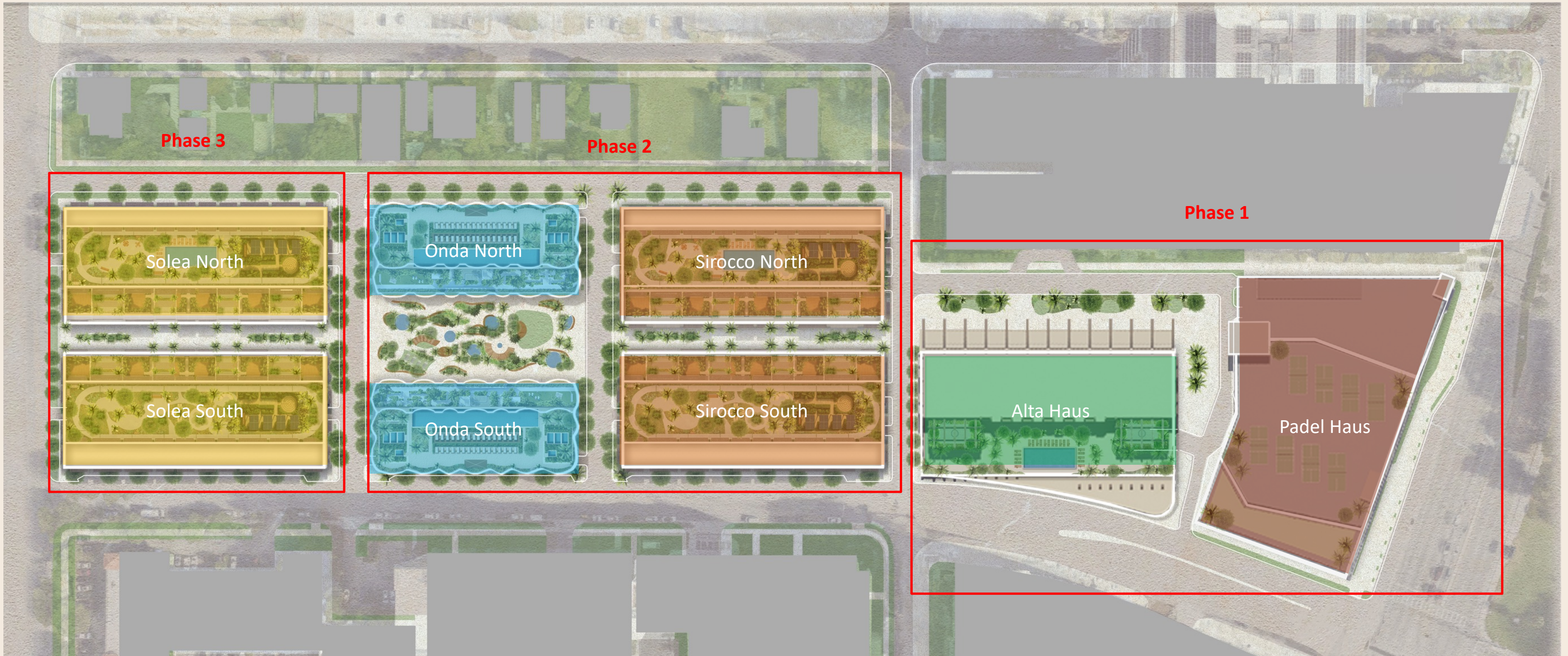




# VITALIA ROW

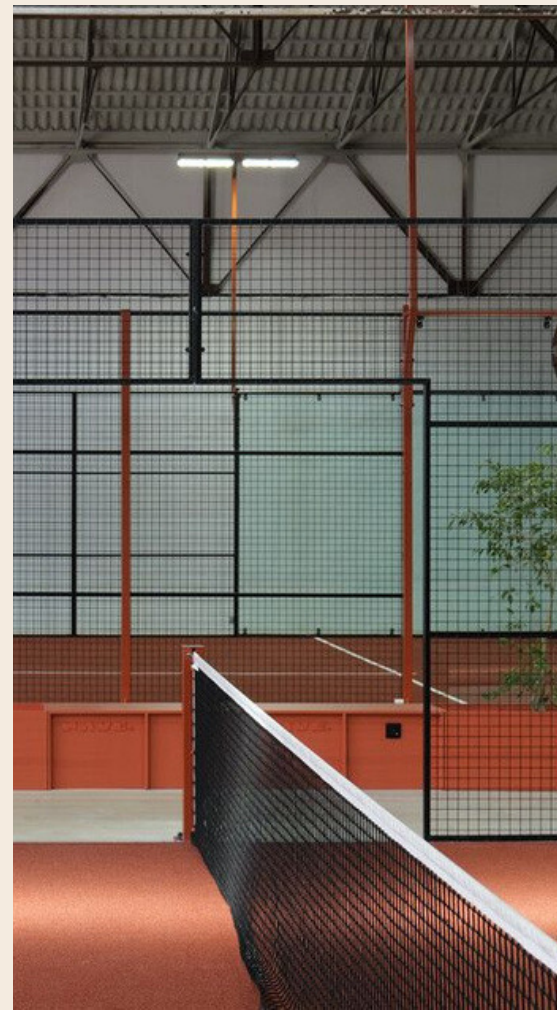
TEAM 3





# A Living Wellness Ecosystem

Mission Statement: In a world of fragmentation, Vitalia emerges with a simple yet powerful premise: wellness is not achieved through isolated gestures, but through balance: physical, mental, emotional, and spatial



# MEET THE TEAM



**Sofia Henriquez**  
MRED+U



**Estefania Woll**  
MRED+U



**Cristophe Chaumont**  
MRED+U



**Sophia Gorski**  
MRED+U



**Kyle Jaskot**  
MRED+U



**Felipe Silva**  
MRED+U



**Aidan Burke**  
B.Arch

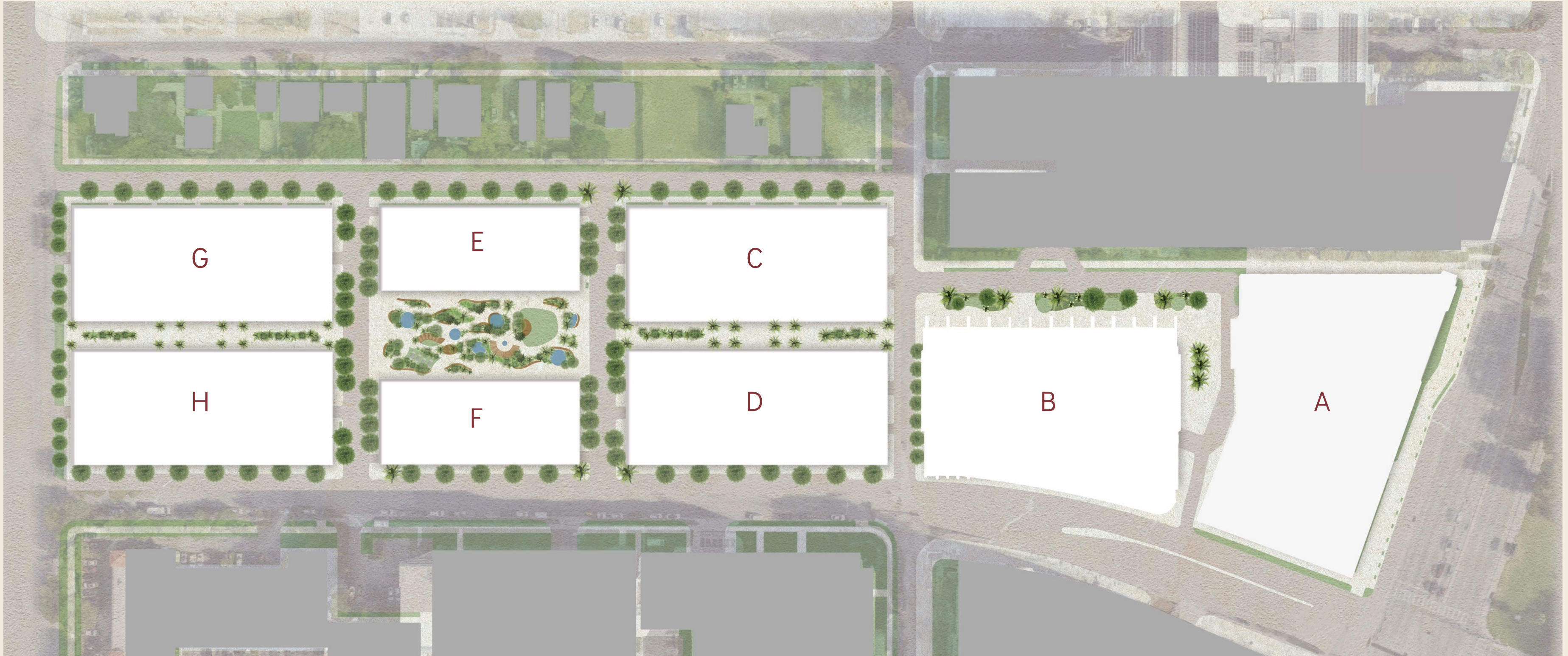


**Deirdre Nash**  
B.Arch

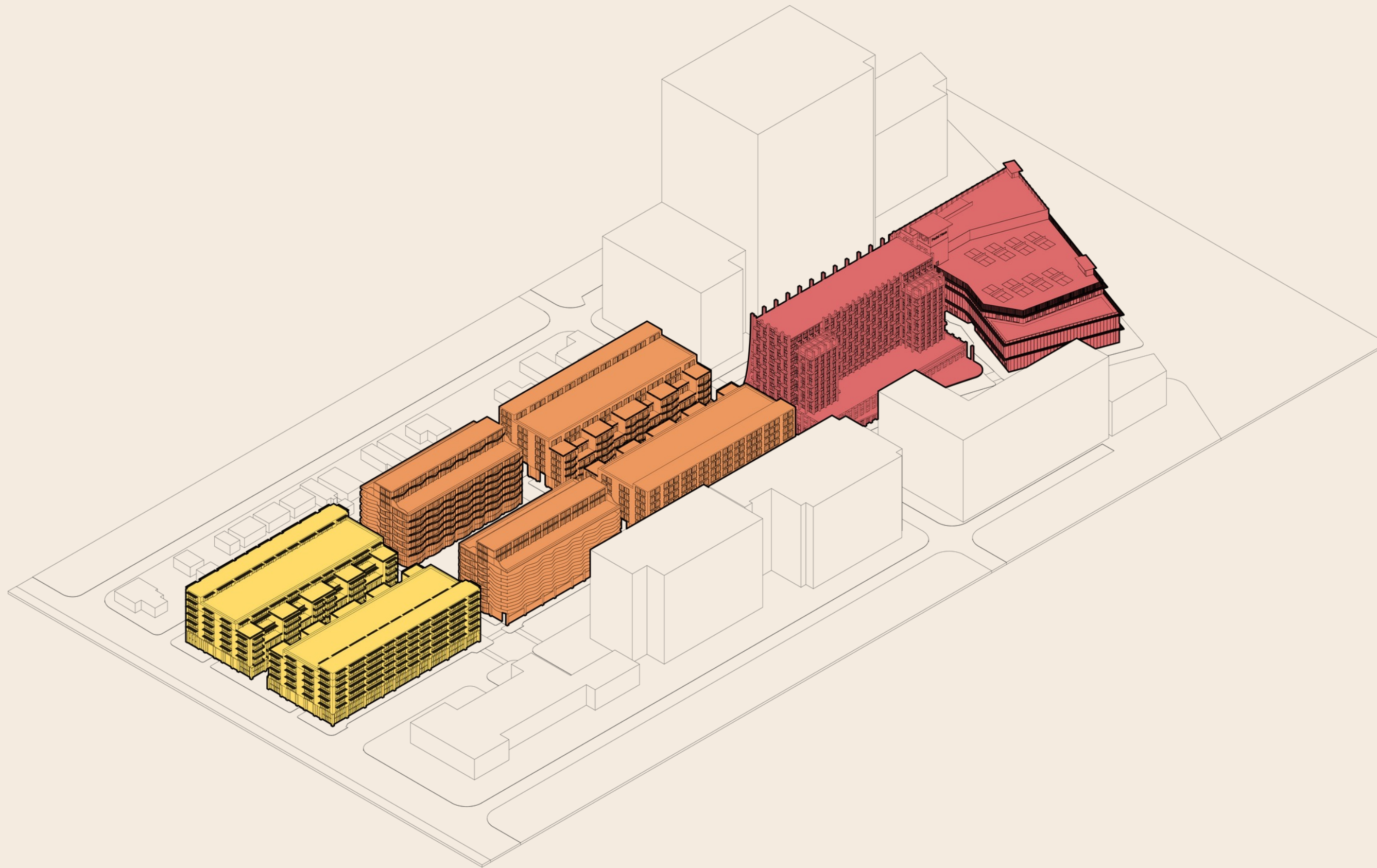


**Mason Sopko**  
B.Arch

A - Padel Haus    C - Sirocco North    E - Ondra North    G - Solea North  
B - Alta Haus    D - Sirocco South    F - Ondra South    H - Solea South



# PHASING



**PHASE 1**  
Padel Haus + Alta Haus

**PHASE 2**  
Sirocco + Onda

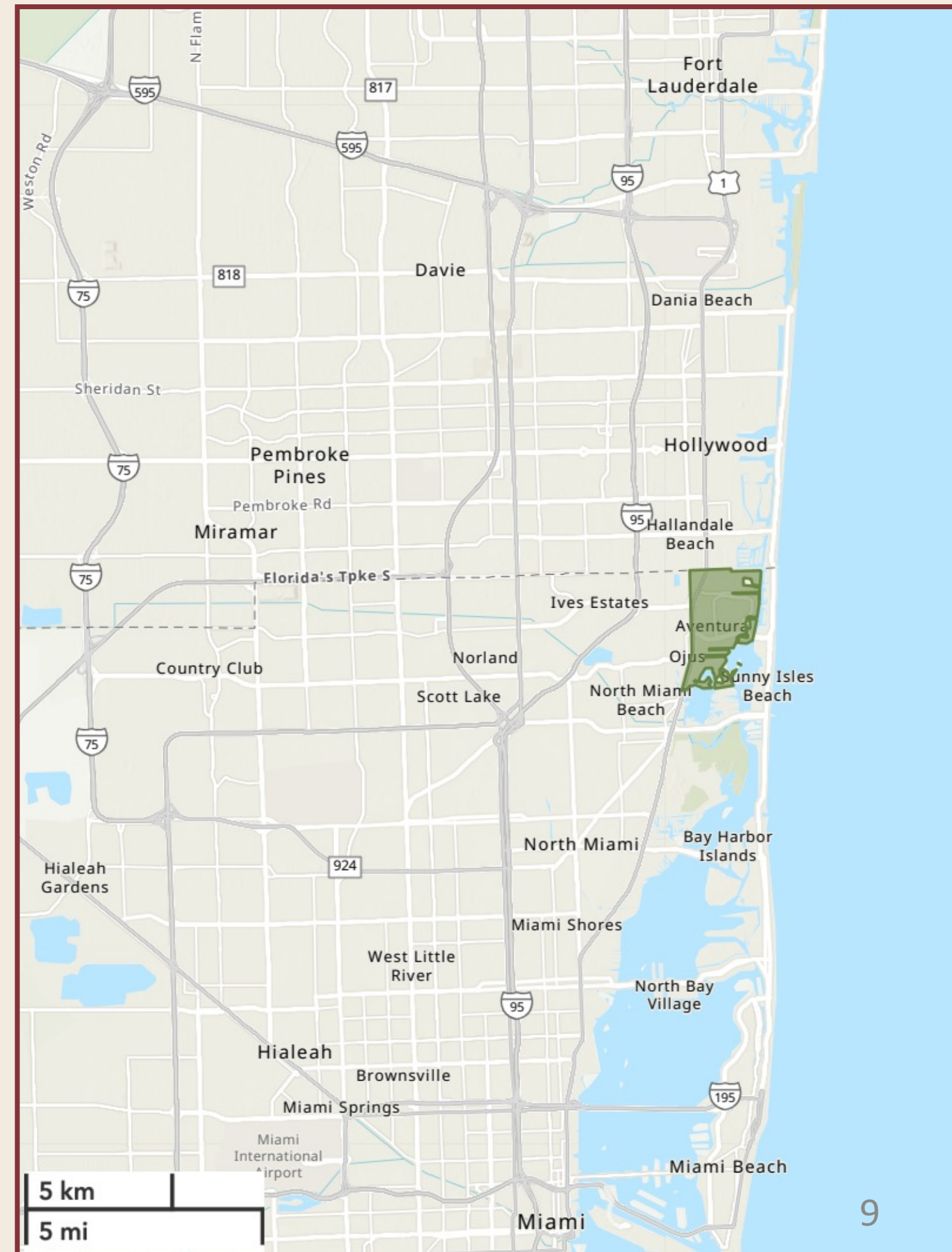
**PHASE 3**  
Solea

# PROGRAM SUMMARY

Phase		Phase 1			Phase II				Phase III		TOTALS	Avrg. SF
Building name		The Green	Padel Haus	Alta Haus	SIRROCO North	SIROCCO South	ONDA North	ONDA South	SOLEA North	SOLEA South		
Program type		Park	GYM	Multifamily	Multifamily	Multifamily	Condo	Condo	Multifamily	Multifamily		
Area SF	Apartments	-	-	258,351	203,067	194,067	-	-	203,067	194,067	1,052,619	150,374
	Condominiums	-	-	-	-	-	92,071	92,071	-	-	184,142	92,071
	Amentities	-	-	19,449	30,085	30,085	14,260	14,260	30,085	30,085		
	Gym / indoor courts	-	80,644		-	-	-	-	-	-	80,644	80,644
	Coworking	-	15,007		-	-	-	-	-	-	15,007	15,007
	Outdoor courts	-	35,000		-	-	-	-	-	-	35,000	35,000
	Locker Room		7,300		-	-	-	-	-	-	7,300	7,300
	Retail	-	5,175	25,263	9,344	18,344	8,781	8,781	9,344	18,344	103,376	12,922
Parking	-	142,107	123,310	94,633	94,633	95,920	95,920	94,633	94,633	835,789	104,474	
Park	23,460	-		-	-	-	-	-	-	23,460	23,460	
Quantity	Courts	-	17	-	-	-	-	-	-	-	17	-
	Units	-		192	114	108	68	68	114	108	772	-
	Parking Stalls	-	284	248	154	154	154	154	154	154	1,456	-
Total Gross SF		23,460	285,233	426,373	337,129	337,129	211,032	211,032	337,129	337,129	2,505,646	
			735,066			1,096,322			674,258			

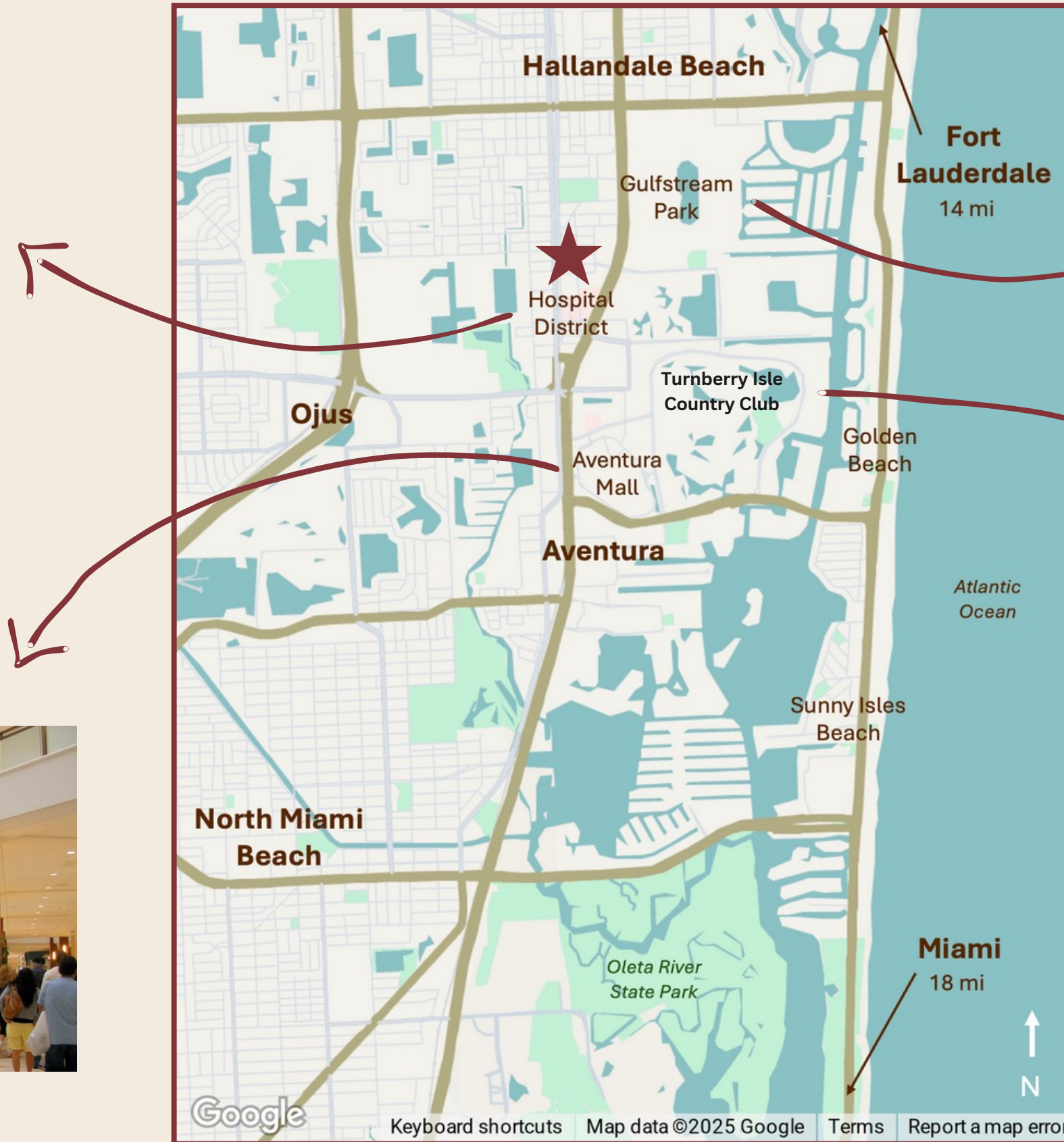
# ABOUT AVENTURA, FL

- Vibrant coastal city.
- 18 miles north of Downtown Miami
- 14 miles south of Downtown Fort Lauderdale
- Known for its shopping scene, waterfront living, and sports and recreation.
- Prominent Jewish Community
- Prominent Hispanic and “foreign-born” Community



# ABOUT THE SITE

Hospital District



Gulfstream Park



Aventura Mall



Turnberry Isle Country Club



 VITALIA ROW



# DEMOGRAPHICS

## Race & Ethnicity

- 45% of Aventura's population is Hispanic
- 52.2% of Aventura's population is foreign-born, 2x over the state total.

DEMAND	SUBMARKET	MARKET
Population Growth 5 Yrs	2.6%	-1.7%
Pop Growth 5 Yrs 20-29	15.1%	-5.8%
Pop Growth 5 Yrs 30-39	-7.4%	-8.5%
Pop Growth 5 Yrs 40-54	-3.0%	-3.3%
Pop Growth 5 Yrs 55+	6.1%	4.5%

Source: CoStar

## Top 3 Industries in Aventura:

% of Labor Force



Technology  
14.4%



Retail Trade  
11.8%



Healthcare  
9.8%

Source: ESRI



Source: ESRI 12

# TARGET MARKET



Laptops and Lattes  
Household Size: 1.87  
Age Range: 20-29  
Median HH Income: \$112,200



Enterprising Professionals  
Household Size: 2.48  
Age Range: 25-39  
Median HH Income: \$86,600



Golden Years  
Household Size: 2.06  
Age Range: 50+  
Median HH Income: \$71,700  
Median Net Worth: \$184,000

# THE GREEN

- Located at the heart of our retail ground floor
- The community connects and interacts with each other.
- Vibrant scene with community engagement activities and surrounded by retail.







Lounge Spaces



Hammocks

Bench Seating



Movable Furniture



Interactive Water Features

RETAIL



RETAIL

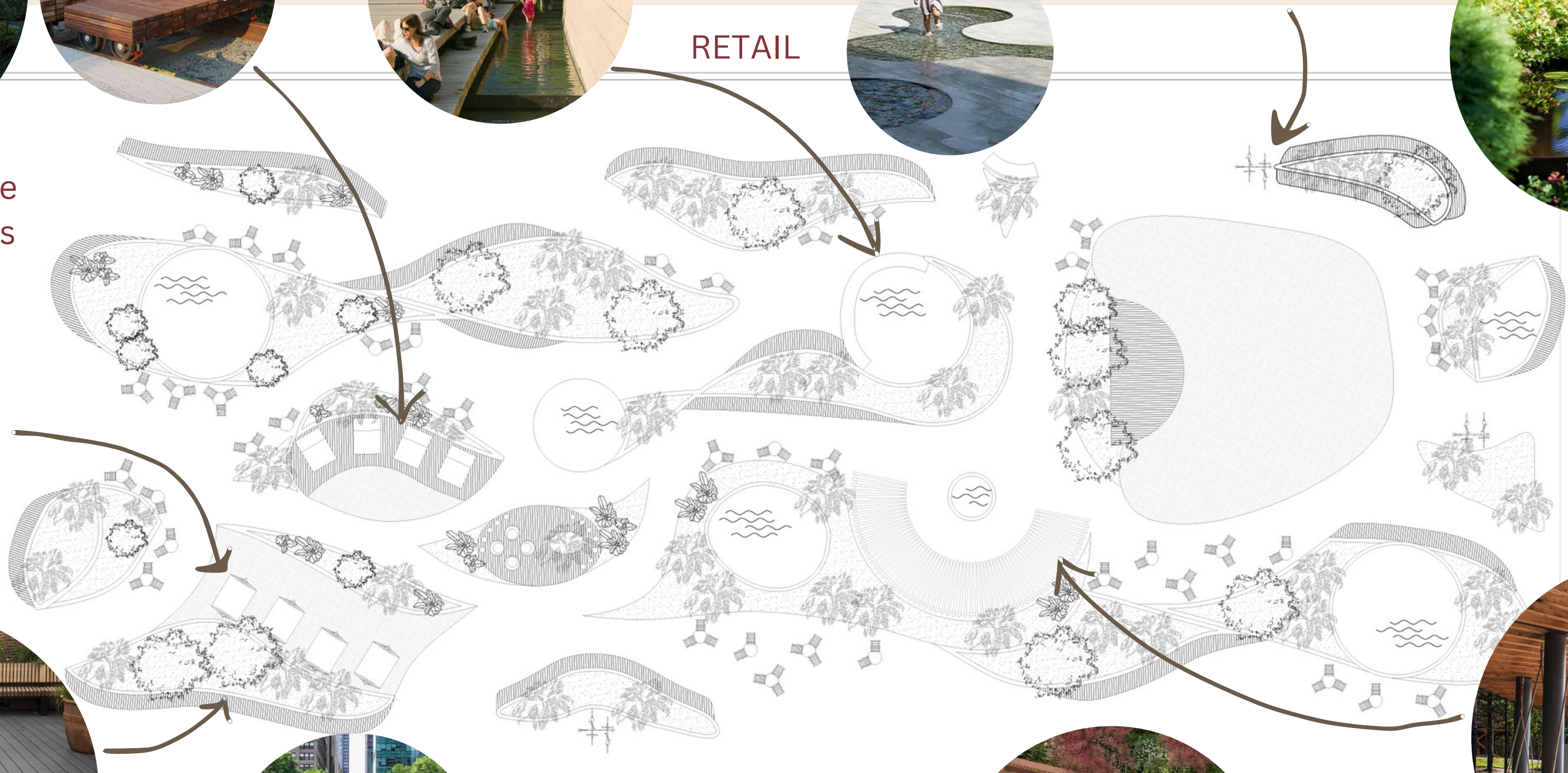
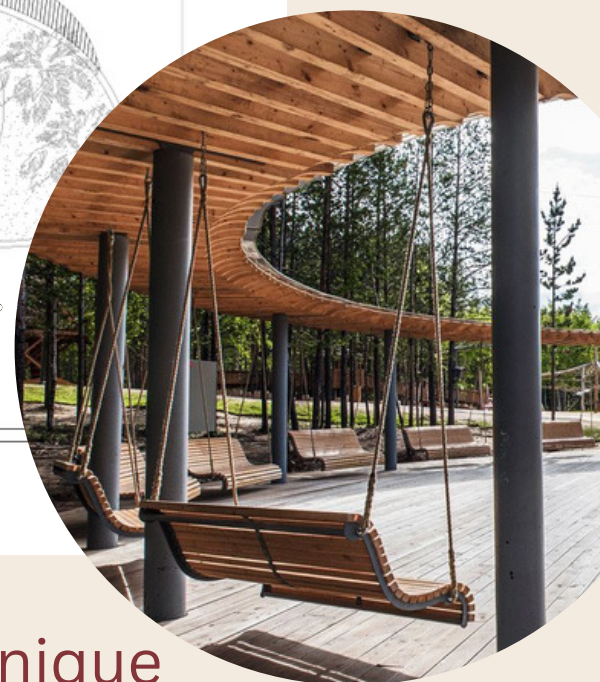
Organic Forms



Bike Racks



Unique Experiences



# EVENTS AT VITALIA ROW



Run Club Tuesday Nights



HIIT @ the park



Live Music @ the park



Yoga @ The Park



Senior Walking Club



Networking Events

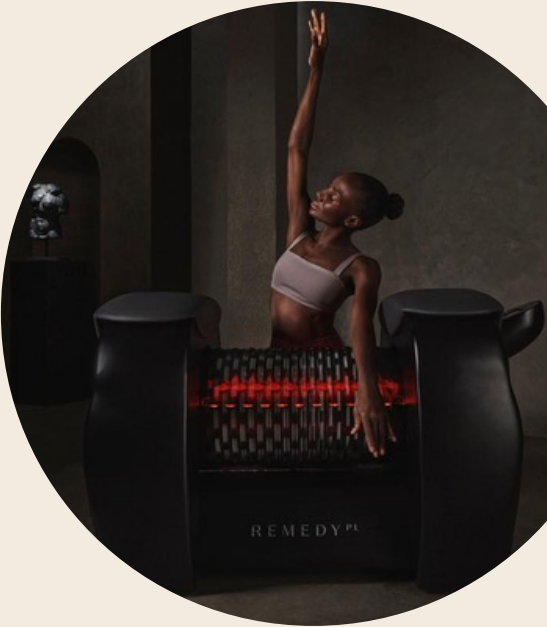
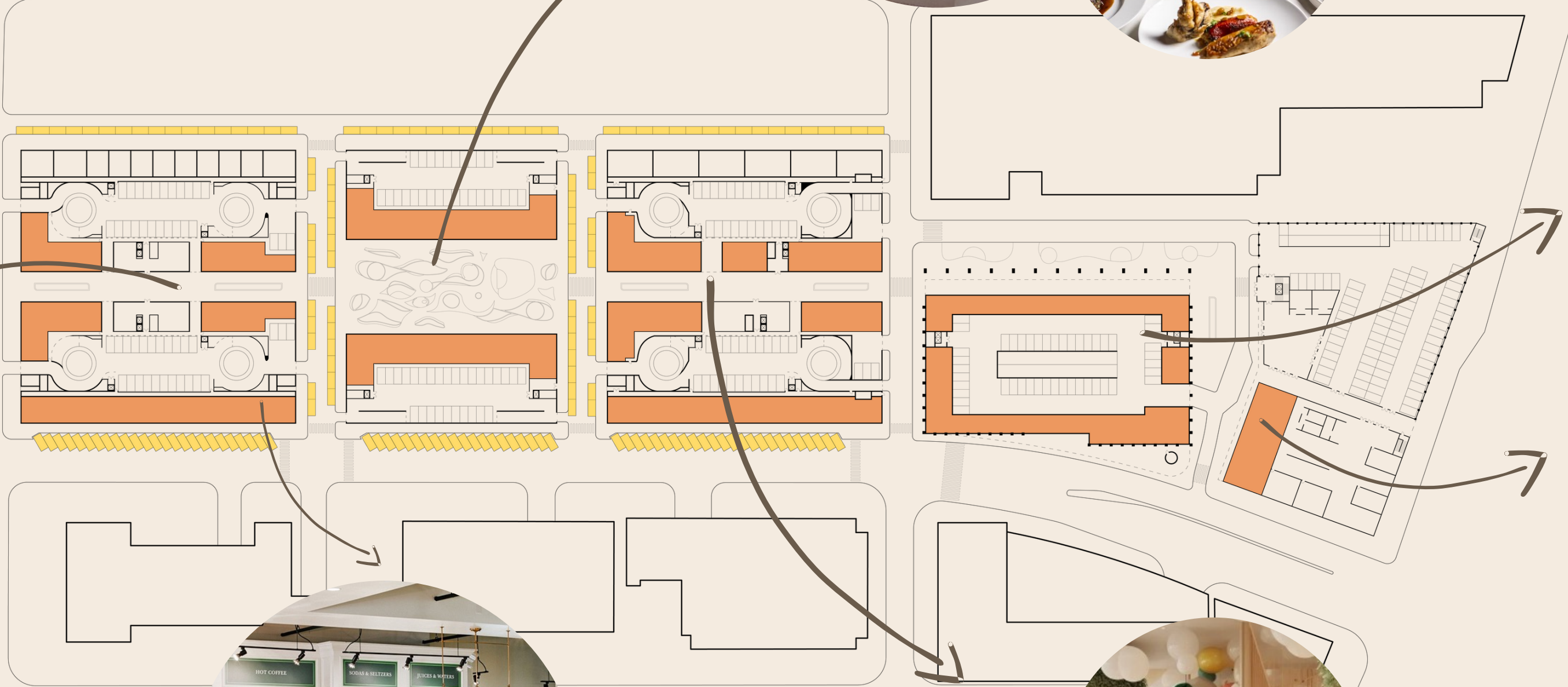
# RETAIL - Ground Floor Map



Retail



Street Parking



# DINING

Pure Raw Juice Bar



CAVA



Bebito's Cafe



Juice Bar | 1,200 SqFt



Healthy On-the-go | 3,500 SqFt



Coffee Shop | 2,928 SqFT

# DINING

Mister O1



Naked Farmer



NAMI NORI



Pizza + Cooking Classes | 4,407 SqFt



Healthy Casual | 1,786 SqFt



Handroll Sushi Bar | 2,704 SqFT

# DINING

Luca Osteria



ABA Mediterranean



Reserve Cut



Authentic Italian | 2,973 SqFt



Kosher Mediterranean | 4,509 SqFt



Kosher Steakhouse NYC | 9,908 SqFT

# DINING

Zak the Baker



ANNITA Gelato



Kosher Bakery | 3,085 SqFt

Gelato Shop | 1,025 SqFt

# APPAREL

Gymshark



FP Movement



Savvy Girl Boutique



Fitness Apparel Store | 3,000 SqFt

Women's Activewear | 2,204 SqFt

Woman's Boutique | 2,203 SqFT

# LIFESTYLE

The Vitamin Shoppe



Daycare



Woof Gang



Vitamin Store | 1,465 SqFt



Children's Daycare | 2,928 SqFT



Dog Grooming + Shop | 2,500 SqFT

# LIFESTYLE

Alexis Lauren



Med Spa | 4,407 SqFt

Books & Books



Bookstore | 1,757 SqFt

Oxxo Cleaners



Dry Cleaners | 1,785 SqFT

# LIFESTYLE

Stretch Zone



Physical Therapy | 1,903 SqFt

Flower Bar



Flower Shop & Classes | 1,322 SqFt

Pottery Studio



Pottery Studio + Lessons | 1,171 SqFT

# SUPERMARKET

- High-end Kosher Market
- Wide variety of grocery essentials for our residents.
- Cater towards the prominent Jewish Community in Aventura

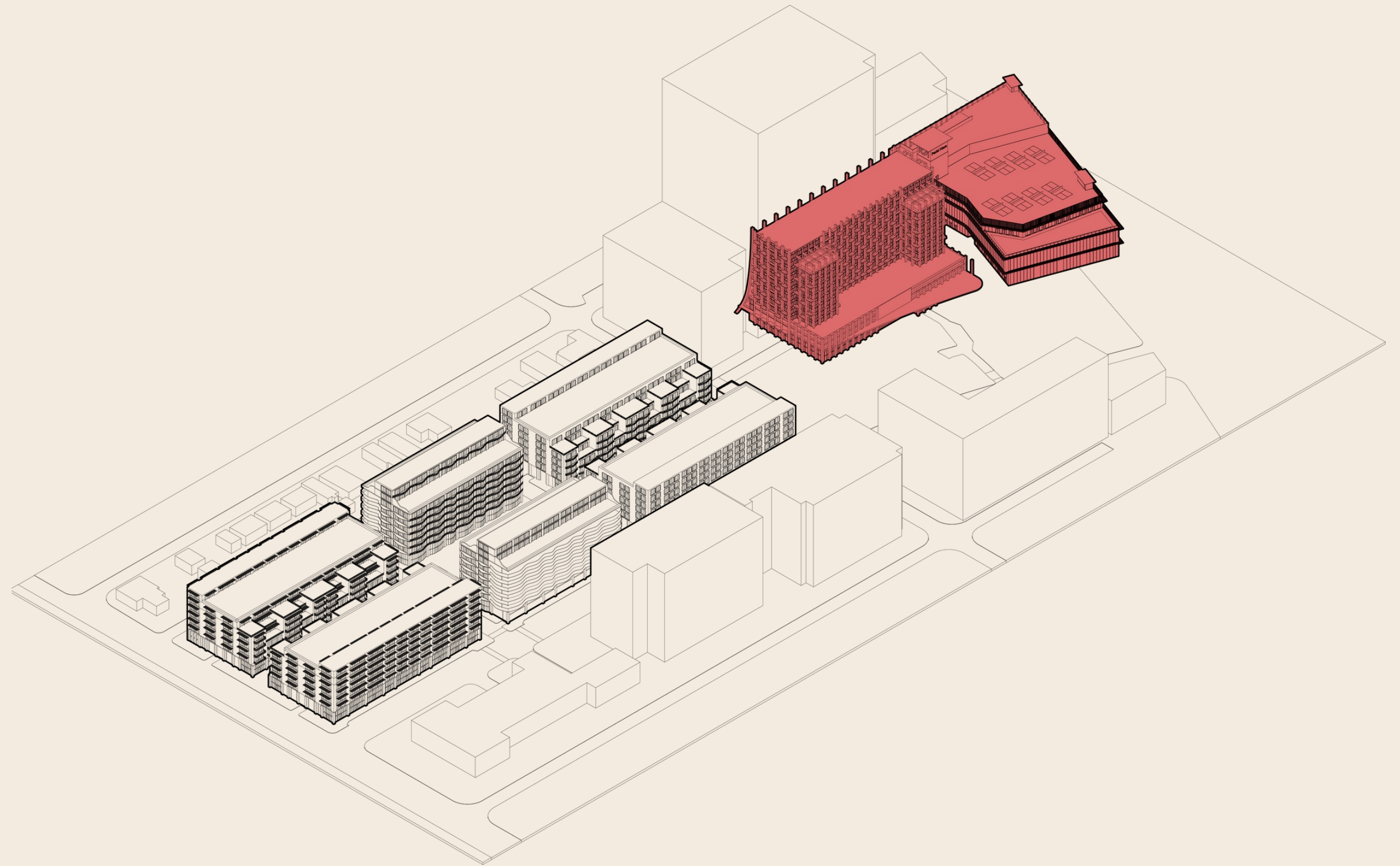
## Kosher Market



High-end Kosher Market | 7,141 SqFt

# PHASE I

Padel Haus +  
Alta Haus



# Padel Haus at VITALIA ROW

*\*Other Locations: DUMBO NY, Greenpoint NY, Williamsburg NY, Atlanta GA, Nashville TN*

Fitness club centered around wellness and padel, one of the fastest growing sports in Miami and the U.S.

80,647 square feet of gym space

15,007 square feet of coworking space

5,157 square feet of retail

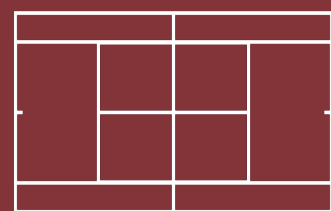
7,300 square feet of locker room space

17 state-of-the-art padel courts

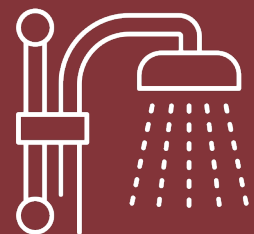
284 parking stalls



## Amenities



STATE-OF-THE-ARTS-COURTS



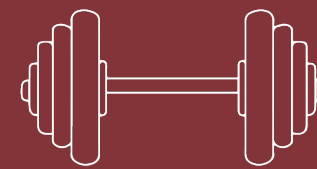
SPA-LIKE LOCKER ROOMS & SHOWERS



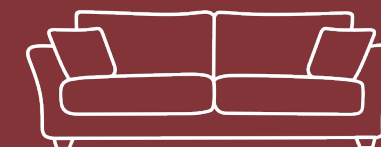
FULLY STOCKED PRO SHOP



CAFE & JUICE BAR



PREMIUM FITNESS AREA



COWORKING & LOUNGE SPACE

# THE PADEL BOOM

CBS News

## Premier Padel makes its U.S. debut at Miami Beach Convention Center

The Premier Padel Tour was founded in Qatar in 2022, as this marks the first time it's ever hosted a tournament in the United States. With over...

Mar 23, 2025



Flamingo Magazine

## Florida's Padel Fever

Every corner in Miami seems to be sprouting one of two things these days—a sleek, new luxury highrise or a shiny padel court.

Sep 27, 2024



The Business Journals

## Padel's popularity soars thanks to South Florida luxury clubs and tournaments - South Florida Business Journal

Bringing padel to the people. The Mexican-born sport's popularity is on the rise in South Florida.

Feb 27, 2025



# COURTS



# FITNESS AREA



# CO-WORKING & LOUNGE





# ALTA HAUS

Multifamily Rental + Extended Stay

/earthy and sleek design/

Total Units: 192

Parking stalls: 248

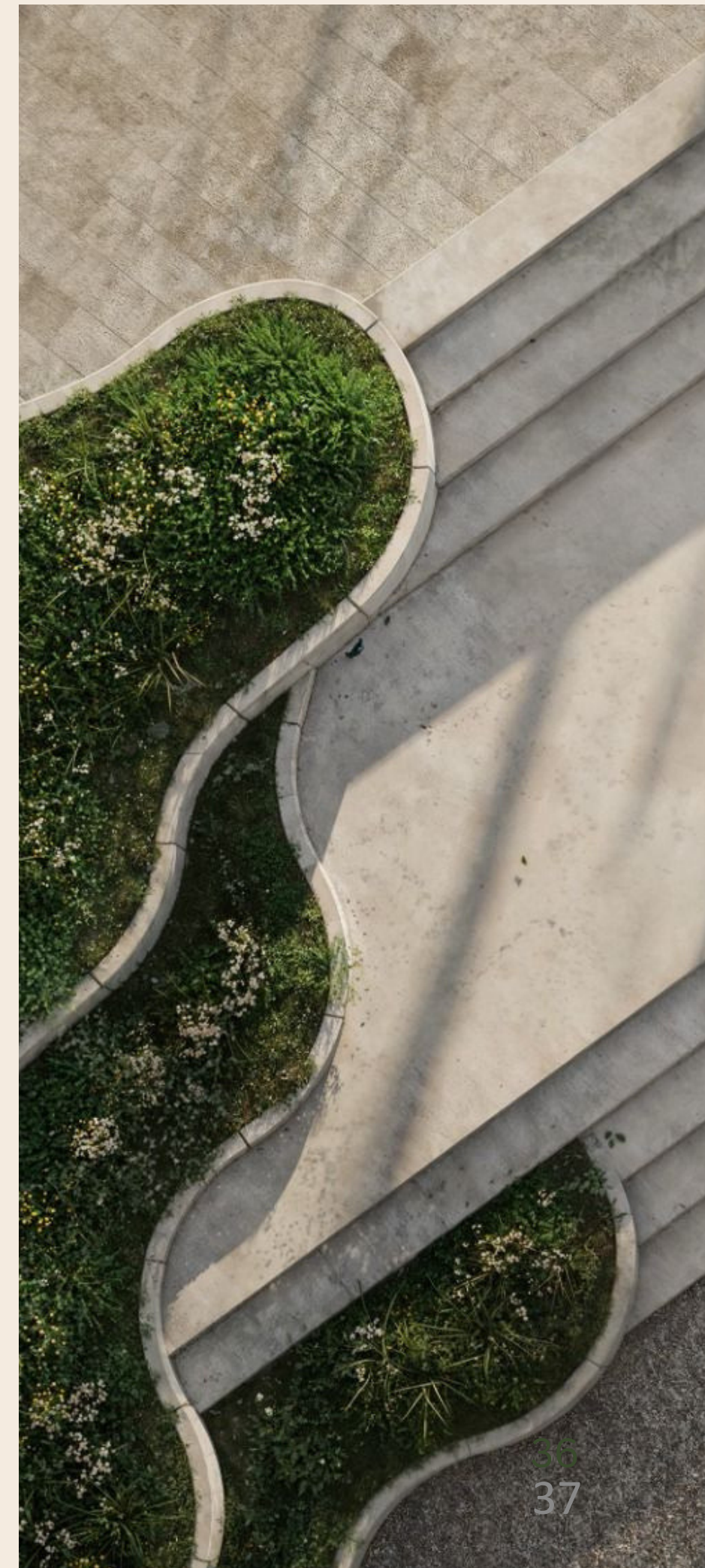
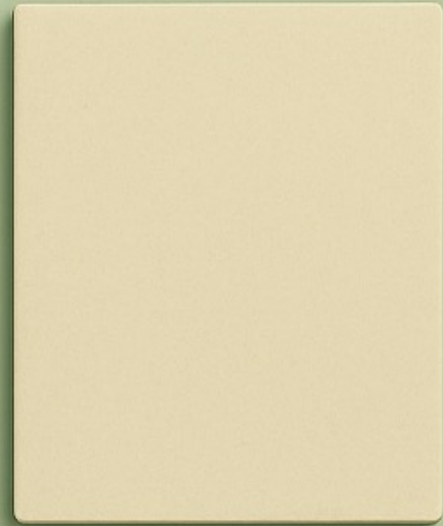
Amenities:

- Pool
- Membership to Padel Haus
- Spacious terraces
- Outdoor common areas





# ALTA HAÜS



# PHASE I FINANCIAL SUMMARY: PADEL HAÜS + ALTA HAÜS

## Sources

Construction Loan	\$122,008,867	65%
Mezzanine Loan	\$18,770,595	10%
Personal Equity	\$39,426,487	21%
Land Loan	\$7,500,000	4%
<b>Total</b>	<b>\$187,705,949</b>	<b>100%</b>

## Cost Assumptions:

Hard Costs: \$300 Per Square Foot

Soft Costs: 25% of Hard Costs

Tenant Improvement Allowance: \$150 Per Square Foot

## Uses

Land Cost	\$15,000,000
Hard Costs	\$99,600,000
Soft Costs	\$24,900,000
Interest Reserve	\$1,174,099
Land Acquisition Fee	\$150,000
Parking	\$26,360,000
Closing Costs	\$6,075,599
Due Diligence	\$20,000
Tenant Improvements	\$14,276,250
A&E	\$150,000
<b>Total</b>	<b>\$187,705,949</b>

# PHASE I FINANCIAL SUMMARY: PADEL HAÜS + ALTA HAÜS

## Revenue Assumptions:

Rent: \$4.50 Per Square Foot

Average Rent: \$4,500/month

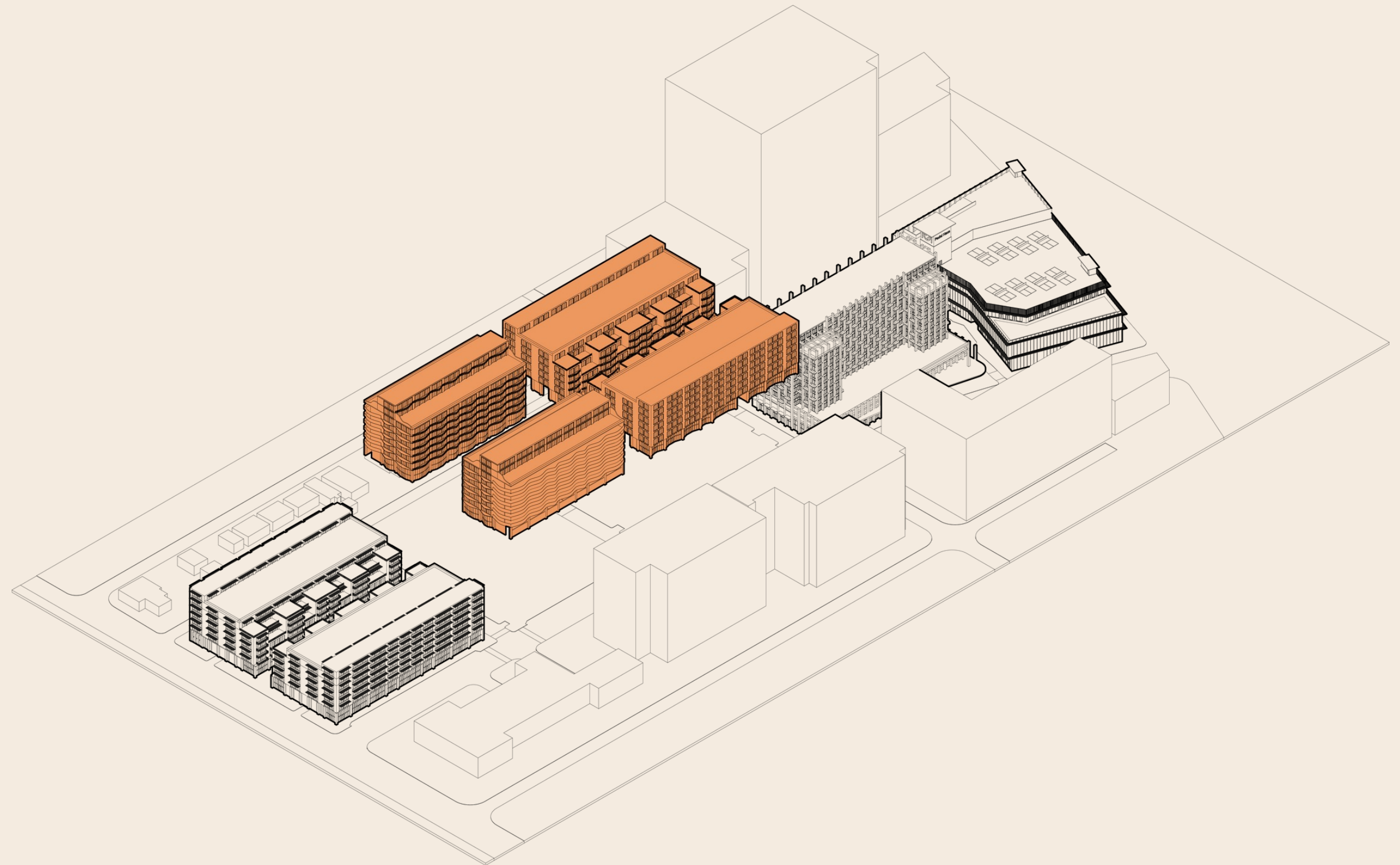
Retail NNN Rent: \$60 Per Square Foot

## Returns

IRR	34%
Equity Multiple	2.34
Profit	\$78,283,340

# PHASE II

Multifamily Rental  
Apartments +  
Condominium  
Residences



# SIROCCO APARTMENTS

## Multifamily Rental

/warm winds and Mediterranean Elements/

### SIROCCO NORTH

Total Units: 114

Parking Stalls:  
154

### SIROCCO SOUTH

Total Units: 108

Parking Stalls:  
154

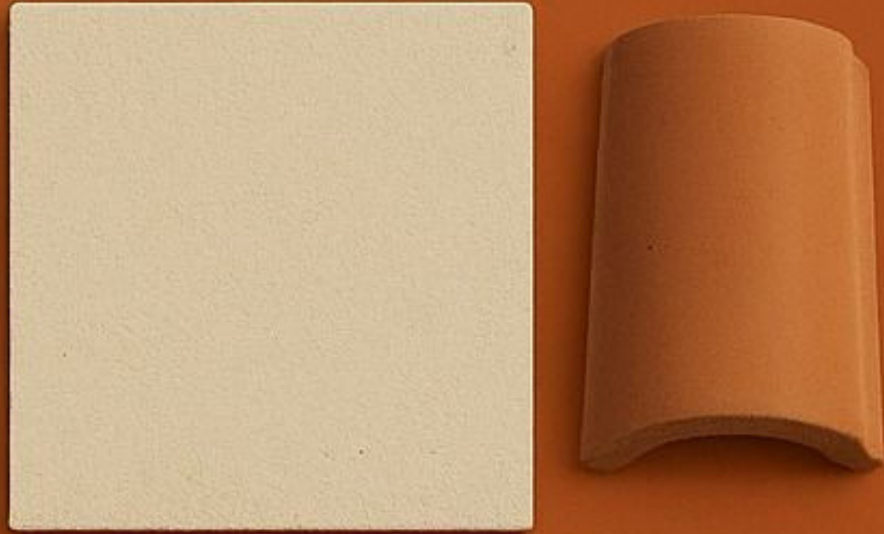
#### Amenities:

- Outdoor Kitchens
- Aromatherapy
- Scented Garden
- Parking on floor





# SIROCCO



# ONDA RESIDENCES

## For-Sale Condominium Residences

/Fluid and modern design/

### ONDA NORTH

Total Units: 68

Parking Stalls:

154

### ONDA SOUTH

Total Units: 68

Parking Stalls:

154

### Amenities:

- Hydrotherapy
- plunge pools
- rooftop infinity pool
- lounge spa
- parking on floor





# ONDA



# PHASE II FINANCIAL SUMMARY: ONDA RESIDENCES

## For Sale Condos

### Sources

Construction Loan	\$31,546,059	65%
Deposits	\$6,616,293	14%
Personal Equity	\$8,330,046	17%
Land Loan	\$2,040,000	4%
<b>Total</b>	<b>\$48,532,398</b>	<b>100%</b>

### Cost Assumptions:

Hard Costs: \$375 Per Square Foot

Soft Costs: 25% of Hard Costs

Tenant Improvement Allowance: \$125 Per Square Foot

### Uses

Land Cost	\$4,080,000
Hard Costs	\$29,572,500
Soft Costs	\$7,393,125
Interest Reserve	\$3,269,274
Parking	\$3,120,000
Tenant Improvements	\$1,097,500
<b>Total</b>	<b>\$48,532,399</b>

# PHASE II FINANCIAL SUMMARY: ONDA RESIDENCES

For Sale Condos

## Revenue Assumptions:

Sale Price: \$900 Per Square Foot

Average Sale Price: \$810,000

Retail NNN Rent: \$60 Per Square Foot

## Returns

IRR	37%
Equity Multiple	1.66
Profit	\$14,679,039

# PHASE II FINANCIAL SUMMARY : SIROCCO NORTH

## Luxury Multifamily

### Sources

Land Loan	\$2,125,000	3%
Senior Loan	\$47,679,221	65%
Mezzanine Loan	\$7,335,265	10%
Cash Equity	\$16,213,162	22%
<b>Total</b>	<b>\$73,352,648</b>	<b>100%</b>

### Cost Assumptions:

Hard Costs: \$350 Per Square Foot

Soft Costs: 25% of Hard Costs

Tenant Improvement Allowance: \$130 Per Square Foot

### Uses

Land Cost	\$4,250,000
Hard Costs	\$44,976,400
Soft Costs	\$11,244,100
Interest Reserve	\$477,856
Land Acq. Fee	\$42,500
Parking	\$6,160,000
Closing Costs	\$3,754,572
Due Diligence	\$20,000
Tenant Improvement	\$2,384,720
A&E	\$42,500
<b>Total</b>	<b>\$73,352,648</b>

# PHASE II FINANCIAL SUMMARY : SIROCCO NORTH

Luxury Multifamily

## Revenue Assumptions:

Rent: \$5.40 Per Square Foot

Average Rent: \$5,218/month

Retail NNN Rent: \$60 Per Square Foot

## Returns

IRR	43%
Equity Multiple	3.7x
Profit	\$117,139,097

# PHASE II FINANCIAL SUMMARY : SIROCCO SOUTH

## Market Rate Multifamily

### Sources

Construction Loan	\$34,623,282	65%
Mezzanine Loan	\$5,326,659	10%
Personal Equity	\$11,191,647	21%
Land Loan	\$2,125,000	4%
<b>Total</b>	<b>\$53,266,588</b>	<b>100%</b>

Cost Assumptions:

Hard Costs: \$250 Per Square Foot

Soft Costs: 25% of Hard Costs

Tenant Improvement Allowance: \$125 Per Square Foot

### Uses

Land Cost	\$4,250,000
Hard Costs	\$30,056,000
Soft Costs	\$7,514,000
Interest Reserve	\$338,038
Land Acquisition Fee	\$42,500
Parking	\$6,160,000
Closing Costs	\$2,550,549
Due Diligence	\$20,000
Tenant Improvements	\$2,293,000
A&E	\$42,500
<b>Total</b>	<b>\$53,266,588</b>

# PHASE II FINANCIAL SUMMARY : SIROCCO SOUTH

Market Rate Multifamily

## Revenue Assumptions:

Rent: \$4.35 Per Square Foot

Average Rent: \$4,104/month

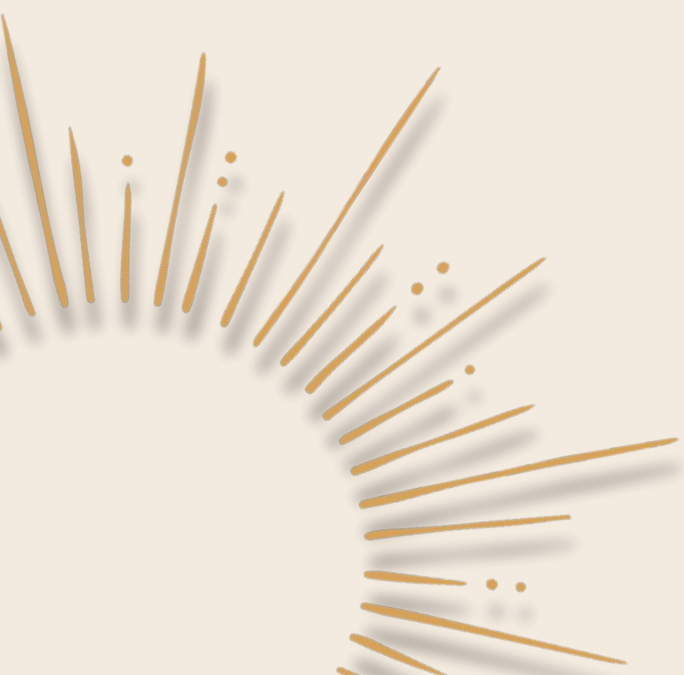
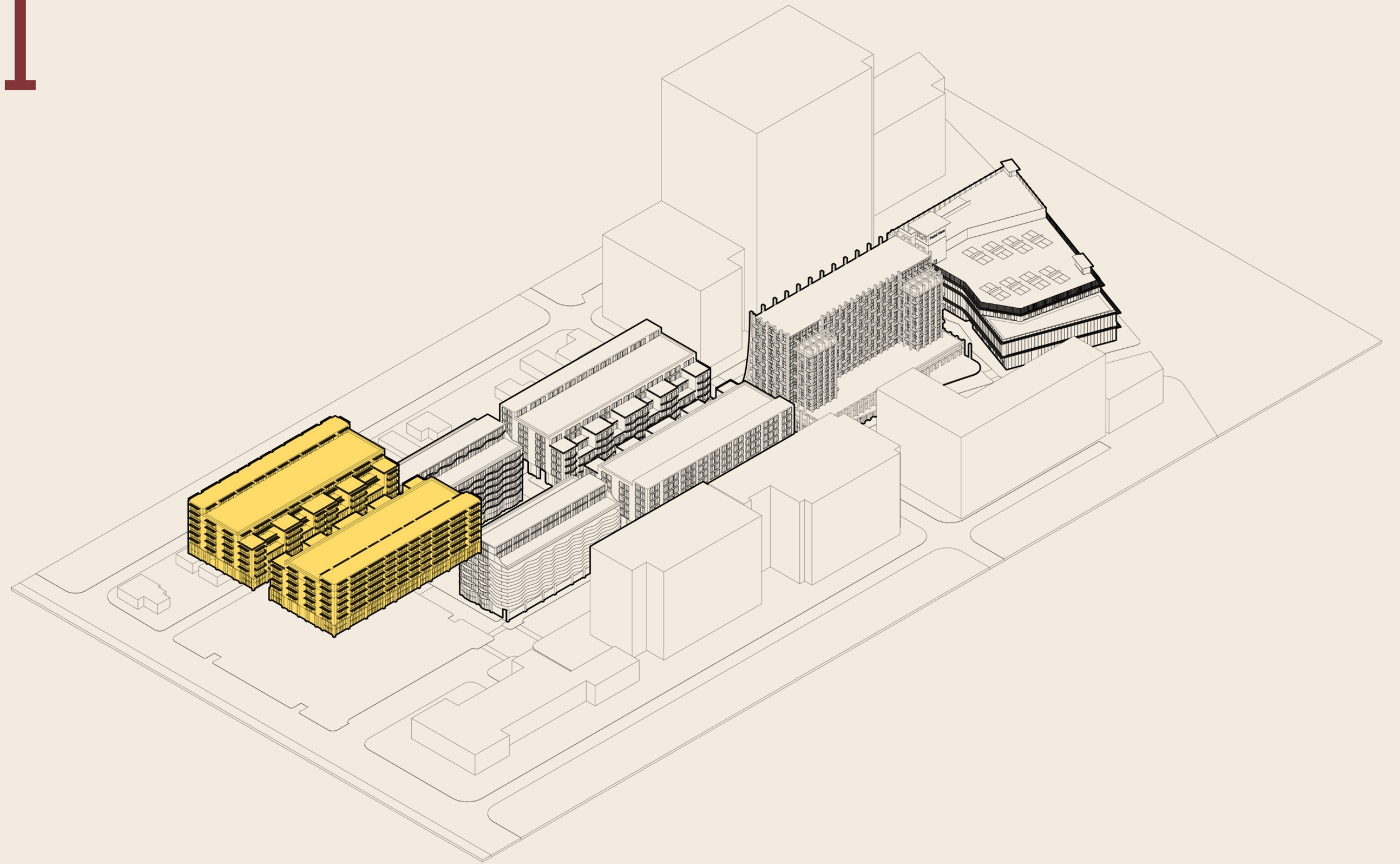
Retail NNN Rent: \$60 Per Square Foot

## Returns

IRR	43%
Equity Multiple	3.7x
Profit	\$117,139,097

# PHASE III

Multifamily Rental  
Apartments



# SOLEA APARTMENTS

## Multifamily Rental

/Calm and grounding  
design/

### SOLEA NORTH

Total Units: 114

Parking Stalls:  
154

### SOLEA SOUTH

Total Units: 108

Parking Stalls:  
154

### Amenities:

- Meditation Garden
- Mindfulness Labyrinth Walk
- Outdoor Yoga Space
- Solar Pergolas
- parking on floor



# SOLEA



# PHASE III FINANCIAL SUMMARY : SOLEA NORTH

## Luxury Multifamily

### Sources

Land Loan	\$2,125,000	3%
Senior Loan	\$47,679,221	65%
Mezzanine Loan	\$7,335,265	10%
Cash Equity	\$16,213,162	22%
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Closing Costs	\$3,754,572
Due Diligence	\$20,000
Tenant Improvement	\$2,384,720
A&E	\$42,500
<b>Total</b>	<b>\$73,352,648</b>

# PHASE III FINANCIAL SUMMARY : SOLEA NORTH

Luxury Multifamily

## Revenue Assumptions:

Rent: \$5.40 Per Square Foot

Average Rent: \$5,218/month

Retail NNN Rent: \$60 Per Square Foot

## Returns

IRR	43%
Equity Multiple	3.7x
Profit	\$117,139,097

# PHASE III FINANCIAL SUMMARY : SOLEA SOUTH

## Market Rate Multifamily

### Sources

Construction Loan	\$34,623,282	65%
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# PHASE III FINANCIAL SUMMARY : SOLEA SOUTH

## Market Rate Multifamily

### Revenue Assumptions:

Rent: \$4.35 Per Square Foot

Average Rent: \$4,104/month

Retail NNN Rent: \$60 Per Square Foot

### Returns

IRR	43%
Equity Multiple	3.7x
Profit	\$117,139,097

# TOTAL PROJECT FINANCIAL RETURNS

IRR	36%
Profit	\$ 310,542,618
Equity Multiple	3.7
Total Development Cost	\$ 538,806,487



# Q & A

Vitalia is where lives connect, complement, and complete the circle